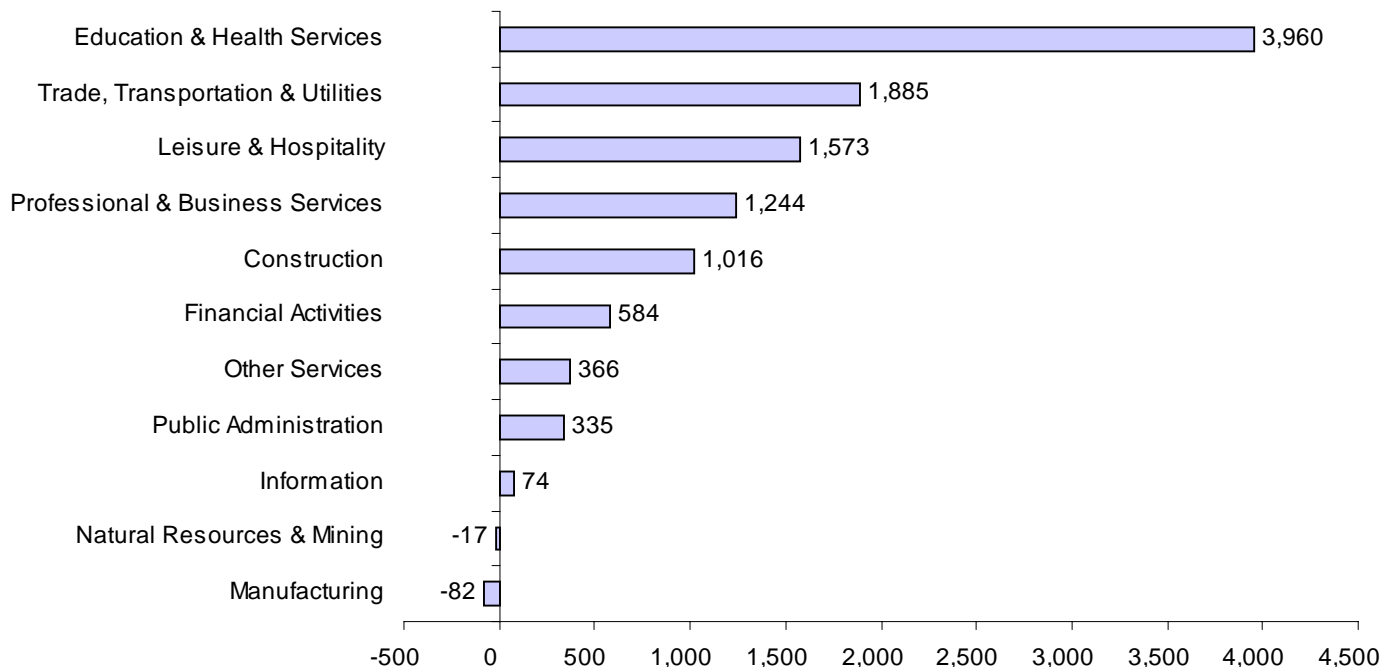


JOB OUTLOOK 2002-2012

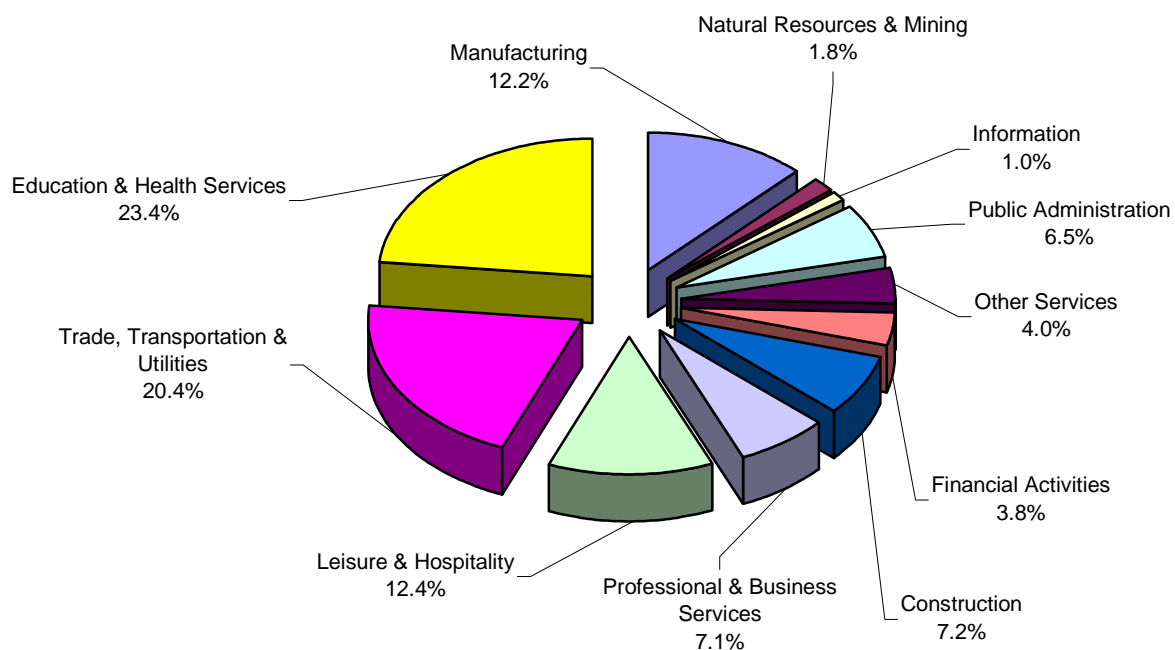
UPPER SHORE WORKFORCE AREA

Industry Highlights

Projected Employment Growth 2002-2012



2012 Projected Employment Distribution



JOB OUTLOOK 2002-2012

UPPER SHORE WORKFORCE AREA

Industry Highlights

Top Industries 2012	2002 Employment	2012 Employment	2002-2012 Employment Change	
			Number	Percent
Industries with the Most Jobs Projected 2012				
Educational Services	5,543	6,679	1,136	20.5
Food Services & Drinking Places	4,805	6,031	1,226	25.5
Specialty Trade Contractors	2,466	3,183	721	29.2
Nursing & Residential Care Facilities	1,909	2,886	977	51.2
Local Government, Exc. Educ. & Hospitals	2,475	2,855	380	15.4
Hospitals	2,140	2,796	656	30.7
Food Manufacturing	2,578	2,615	37	1.4
Administrative & Support Services	1,729	2,488	759	43.9
Ambulatory Health Care Services	1,730	2,364	634	36.6
Food & Beverage Stores	1,927	2,177	250	13.0
Professional, Scientific & Technical Services	1,702	2,128	425	25.0
Industries Adding the Most Jobs 2002-2012				
Food Services & Drinking Places	4,805	6,031	1,226	25.5
Educational Services	5,543	6,679	1,136	20.5
Nursing & Residential Care Facilities	1,909	2,886	977	51.2
Administrative & Support Services	1,729	2,488	759	43.9
Specialty Trade Contractors	2,466	3,183	721	29.2
Hospitals	2,140	2,796	656	30.7
Ambulatory Health Care Services	1,730	2,364	634	36.6
Social Assistance	1,090	1,647	557	51.1
Motor Vehicle & Parts Dealers	1,218	1,657	439	36.0
Professional, Scientific & Technical Services	1,702	2,128	425	25.0
Local Government, Exc. Educ. & Hospitals	2,475	2,855	380	15.4
Industries with the Fastest Growth 2002-2012*				
Nursing & Residential Care Facilities	1,909	2,886	977	51.2
Social Assistance	1,090	1,647	557	51.1
Administrative & Support Services	1,729	2,488	759	43.9
Building Material, Garden Equip. & Supplies Dealers	933	1,287	354	37.9
Ambulatory Health Care Services	1,730	2,364	634	36.6
Motor Vehicle & Parts Dealers	1,218	1,657	439	36.0
Insurance Carriers & Related Activities	482	640	158	32.8
Hospitals	2,140	2,796	656	30.7
Repair & Maintenance	860	1,123	263	30.6
Specialty Trade Contractors	2,466	3,187	721	29.2
* Includes industries with 2002 employment of 300 or more.				

JOB OUTLOOK 2002-2012

UPPER SHORE WORKFORCE AREA

Occupational Highlights

Top Occupations 2012	2002 Employment	2012 Employment	2002-2012 Employment Change		2002 - 2012 Replacement Openings*
			Number	Percent	
Occupations with the Most Jobs Projected 2012					
Retail Salespersons	2,240	2,530	295	12.9	815
Cashiers	1,980	2,350	370	18.7	965
General & Operations Managers	1,755	2,145	395	22.2	330
First-Line Supv./Mgrs. of Retail Sales Workers	1,825	1,925	100	5.5	330
Painters, Construction & Maintenance	1,615	1,885	265	16.7	245
Secretaries, Exc. Legal, Medical & Executive	1,610	1,705	95	5.9	310
Office Clerks, General	1,325	1,535	210	15.8	295
Registered Nurses	1,050	1,405	355	33.8	220
Combined Food Prep. & Serving Wkrs., Inc. Fast Food	1,030	1,350	320	31.1	445
Waiters & Waitresses	970	1,265	290	30.4	500
Laborers & Freight, Stock & Material Movers, Hand	1,095	1,255	160	14.6	360
Occupations Adding the Most Jobs 2002-2012					
General & Operations Managers	1,755	2,145	395	22.2	330
Cashiers	1,980	2,350	370	18.7	965
Registered Nurses	1,050	1,405	355	33.8	220
Nursing Aides, Orderlies & Attendants	755	1,080	325	43.0	100
Combined Food Prep. & Serving Wkrs., Inc. Fast Food	1,030	1,350	320	31.1	445
Retail Salespersons	2,240	2,530	295	12.9	815
Waiters & Waitresses	970	1,265	290	30.4	500
Painters, Construction & Maintenance	1,615	1,885	265	16.7	245
Landscaping & Groundskeeping Workers	770	985	215	27.9	170
Office Clerks, General	1,325	1,535	210	15.8	295
Occupations with the Fastest Growth 2002-2012*					
Nursing Aides, Orderlies & Attendants	755	1,080	325	43.0	100
Personal & Home Care Aides	400	565	165	41.3	65
Home Health Aides	320	440	120	37.5	40
Registered Nurses	1,050	1,405	355	33.8	220
Receptionists & Information Clerks	405	535	130	32.1	100
Combined Food Prep. & Serving Wkrs., Inc. Fast Food	1,030	1,350	320	31.1	445
Waiters & Waitresses	970	1,265	290	30.4	500
Landscaping & Groundskeeping Workers	770	985	215	27.9	170
Food Preparation Workers	560	710	150	26.8	200
* Occupations with 2002 employment of 300 or more.					
Occupations with the Most Replacement Openings 2002-2012					
Cashiers	1,980	2,350	370	18.7	965
Retail Salespersons	2,240	2,530	295	12.9	815
Waiters & Waitresses	970	1,265	290	30.4	500
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General & Operations Managers	1,755	2,145	395	22.2	330
First-Line Supv./Mgrs. of Retail Sales Workers	1,825	1,925	100	5.5	330
Secretaries, Exc. Legal, Medical & Executive	1,610	1,705	95	5.9	310
Office Clerks, General	1,325	1,535	210	15.8	295
Painters, Construction & Maintenance	1,615	1,885	265	16.7	245

* Demand arising from occupational transfers and labor force separations

Maryland Department of Labor, Licensing and Regulation, Office of Workforce Information and Performance and Office of Labor Statistics, Feb 2006

JOB OUTLOOK 2002-2012

UPPER SHORE WORKFORCE AREA

Occupational Highlights

Top Growth Occupations by Educational Requirements 2002-2012

Occupation	Education	Openings Due to Growth	Median Hourly/Annual Wages
First Professional Degree -- Doctoral -- Master's			
Pharmacists	First professional degree	40	44.50
Educational, Vocational & School Counselors	Master's degree	40	25.50
Rehabilitation Counselors	Master's degree	35	13.50
Clinical, Counseling & School Psychologists	Doctoral degree	30	31.00
Lawyers	First professional degree	15	33.00
Family & General Practitioners	First professional degree	15	59.75
Bachelor's Degree -- Bachelor's Degree or Higher, plus Work Experience			
General & Operations Managers	Bachelor's/higher + work exp.	395	32.50
Construction Managers	Bachelor's degree	110	31.25
Child, Family & School Social Workers	Bachelor's degree	105	19.00
Middle School Teachers, Exc. Special & Voc. Educ.	Bachelor's degree	90	45,475
Medical and Health Services Managers	Bachelor's/higher + work exp.	80	28.75
Elementary School Teachers, Exc. Special Education	Bachelor's degree	80	45,875
Secondary School Teachers, Exc. Special & Voc. Educ.	Bachelor's degree	75	47,000
Financial Managers	Bachelor's/higher + work exp.	65	31.50
Associate Degree -- Postsecondary Vocational Training			
Registered Nurses	Associate degree	355	26.00
Automotive Service Technicians & Mechanics	Postsecondary vocational trng.	120	16.25
Licensed Practical & Licensed Vocational Nurses	Postsecondary vocational trng.	85	18.00
Preschool Teachers, Exc. Special Education	Postsecondary vocational trng.	55	11.00
Dental Hygienists	Associate degree	55	25.75
Real Estate Sales Agents	Postsecondary vocational trng.	50	19.25
Security & Fire Alarm Systems Installers	Postsecondary vocational trng.	50	16.25
Fitness Trainers & Aerobics Instructors	Postsecondary vocational trng.	45	18.25
Work Experience in a Related Occupation -- Long-term On-the-Job Training			
Carpenters	Long-term OJT	180	18.25
First-Line Supv./Mgrs. of Food Prep. & Serving Wkrs.	Work exp. in a rel. occupation	100	12.75
First-Line Supv./Mgrs. of Retail Sales Workers	Work exp. in a rel. occupation	100	14.50
First-Line Supv./Mgrs. of Office & Admin. Support Wkrs.	Work exp. in a rel. occupation	90	17.75
Electricians	Long-term OJT	70	18.50
First-Line Supv./Mgrs. of Mech., Installers & Repairers	Work exp. in a rel. occupation	55	23.25
Cooks, Restaurant	Long-term OJT	55	11.75
Plumbers, Pipefitters & Steamfitters	Long-term OJT	50	17.25
Moderate On-the-Job Training -- Short-term On-the-Job Training			
Cashiers	Short-term OJT	370	8.00
Nursing Aides, Orderlies & Attendants	Short-term OJT	325	10.50
Combined Food Prep. & Serving Wkrs., Inc. Fast Food	Short-term OJT	320	7.50
Retail Salespersons	Short-term OJT	295	10.00
Waiters & Waitresses	Short-term OJT	290	7.00
Painters, Construction & Maintenance	Moderate OJT	265	16.50
Landscaping & Groundskeeping Workers	Short-term OJT	215	9.25
Office Clerks, General	Short-term OJT	210	11.00

Education and Training Categories

Occupations are classified into 1 of 11 categories by the Bureau of Labor Statistics based on analyses of the occupation's usual education and training requirements conducted while developing information to present in the *Occupational Outlook Handbook*. The 11 classifications are as follows:

- 1** ***First professional degree.*** Completion of the academic program usually requires at least 6 years of full-time equivalent academic study, including college study prior to entering the professional degree program.
- 2** ***Doctoral degree.*** Completion of the degree program usually requires at least 3 years of full-time equivalent academic work beyond the bachelor's degree.
- 3** ***Master's degree.*** Completion of the degree program usually requires 1 or 2 years of full-time equivalent study beyond the bachelor's degree.
- 4** ***Bachelor's or higher degree, plus work experience.*** Most occupations in this category are managerial occupations that require experience in a related nonmanagerial position.
- 5** ***Bachelor's degree.*** Completion of the degree program generally requires at least 4 years but not more than 5 years of full-time equivalent academic work.
- 6** ***Associate degree.*** Completion of the degree program usually requires at least 2 years of full-time equivalent academic study.
- 7** ***Postsecondary vocational award.*** Some programs last only a few weeks while others may last more than a year. In some occupations, a license is needed that requires passing an examination after completion of the training.
- 8** ***Work experience in a related occupation.*** Some occupations requiring work experience are supervisory or managerial occupations.
- 9** ***Long-term on-the-job training.*** This category includes occupations that generally require more than 12 months of on-the-job training or combined work experience and formal classroom instruction for workers to develop the skills needed for average job performance. This category includes formal and informal apprenticeships that may last up to 4 years and short-term intensive employer-sponsored training that workers must successfully complete. Individuals undergoing training are generally considered to be employed in the occupation. This category includes occupations in which workers may gain experience in non-work activities, such as professional athletes who gain experience through participation in athletic programs in academic institutions.
- 10** ***Moderate-term on-the-job training.*** This category includes occupations in which workers can develop the skills needed for average job performance after 1 to 12 months of combined on-the-job experience and informal training.
- 11** ***Short-term on-the-job training.*** This category covers occupations in which workers can develop the skills needed for average job performance after a short demonstration or up to one month of on-the-job experience or instruction.